



Provider Data Summary June 2018

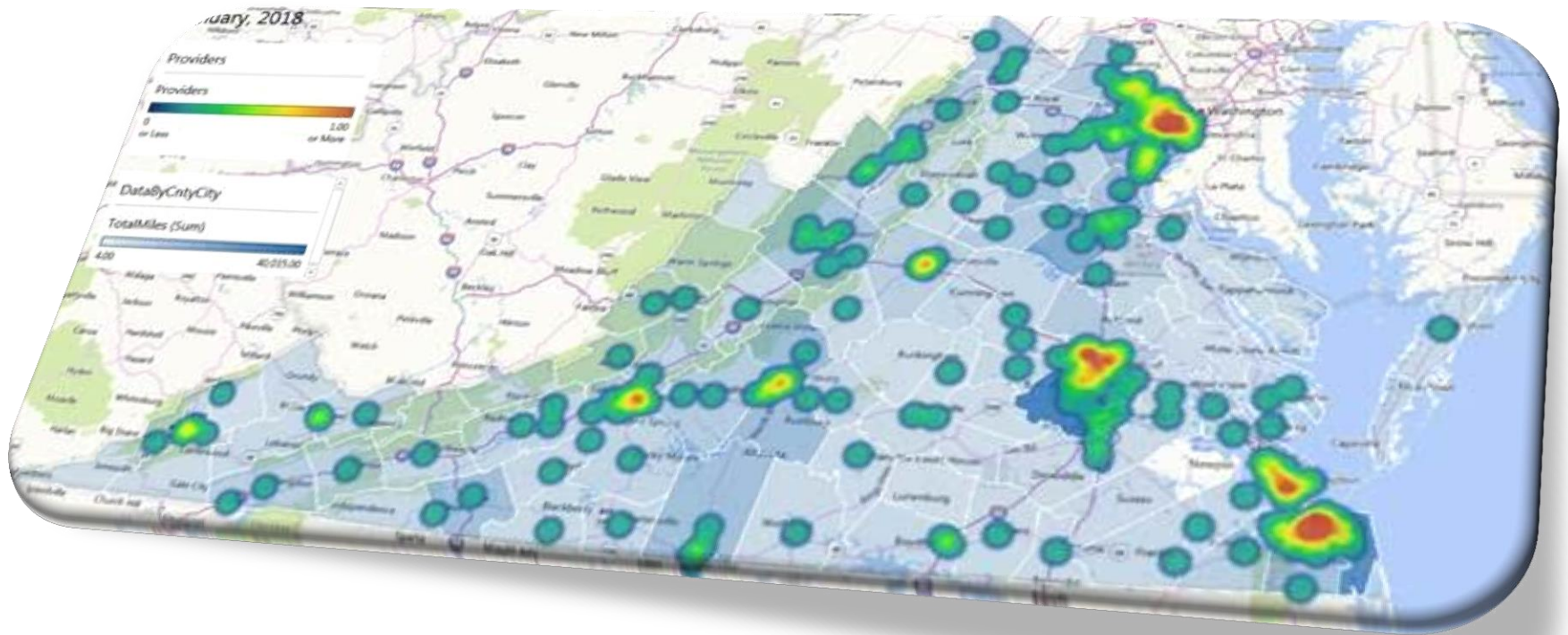
Provider Development
Division of Developmental Services

What we will cover

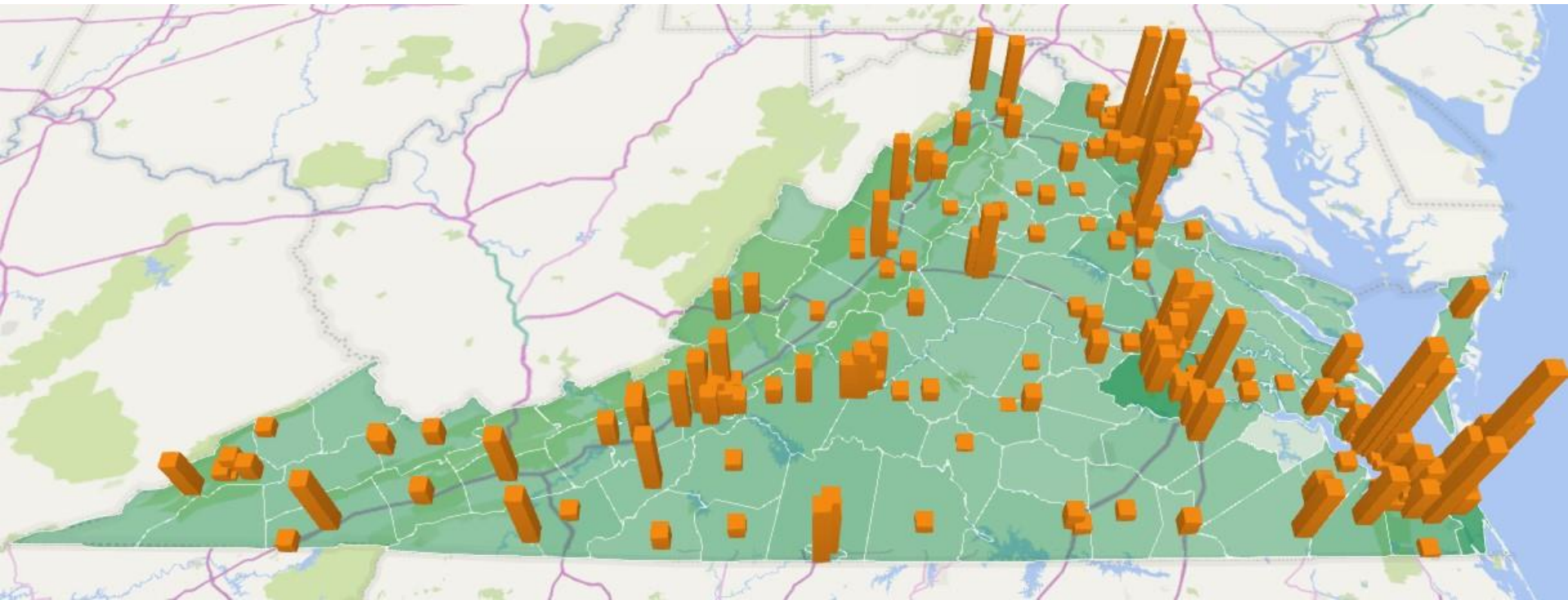
- Opportunities
 - Overview
 - Initial findings
- Jump-Start Funding Program
 - Overview
 - Process
 - Requirements and access
- Tools for Providers
 - Baseline Measurement Tool
 - Jump-Start Calculator
 - Business Acumen



Opportunities

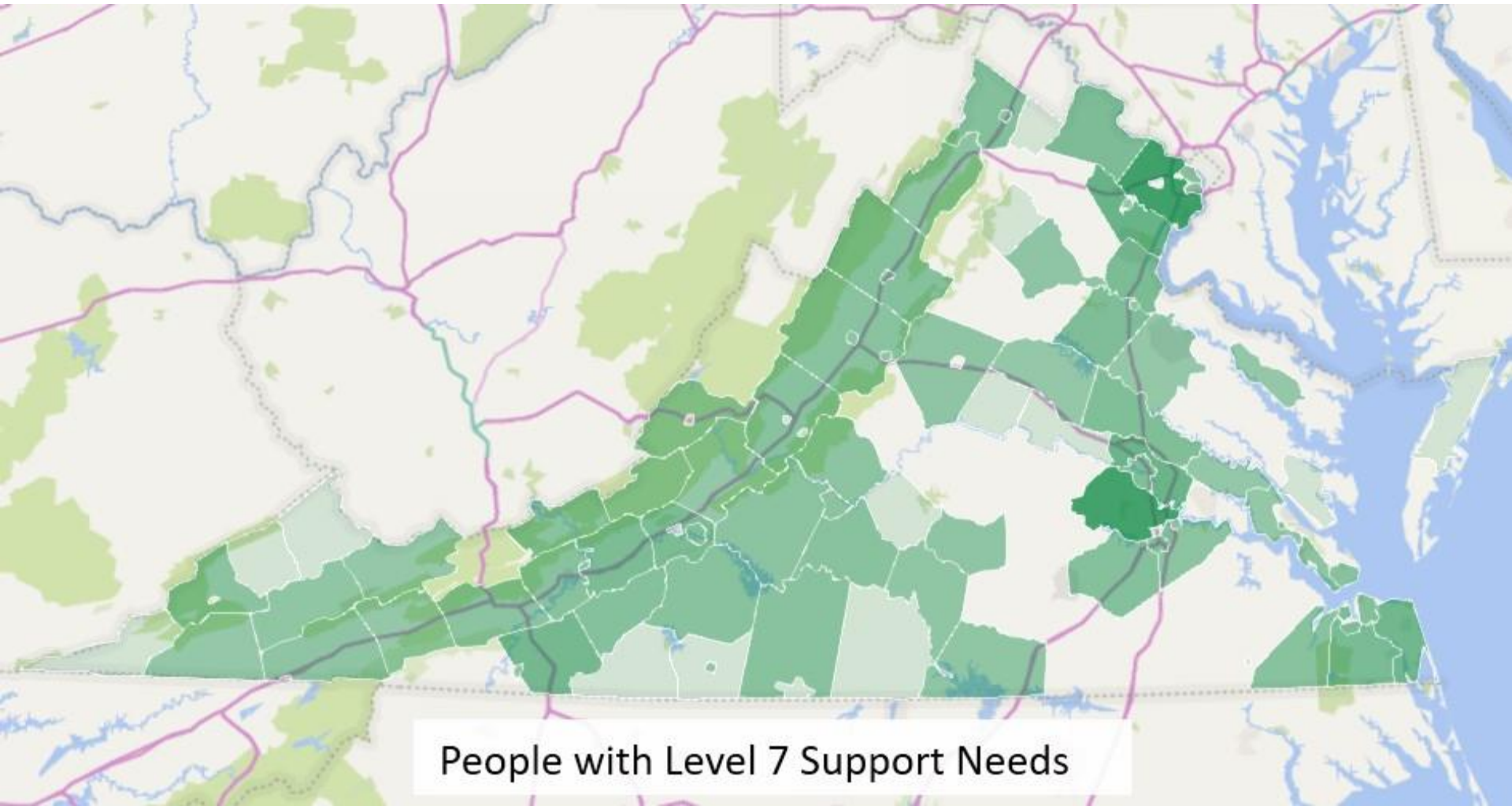


Opportunities



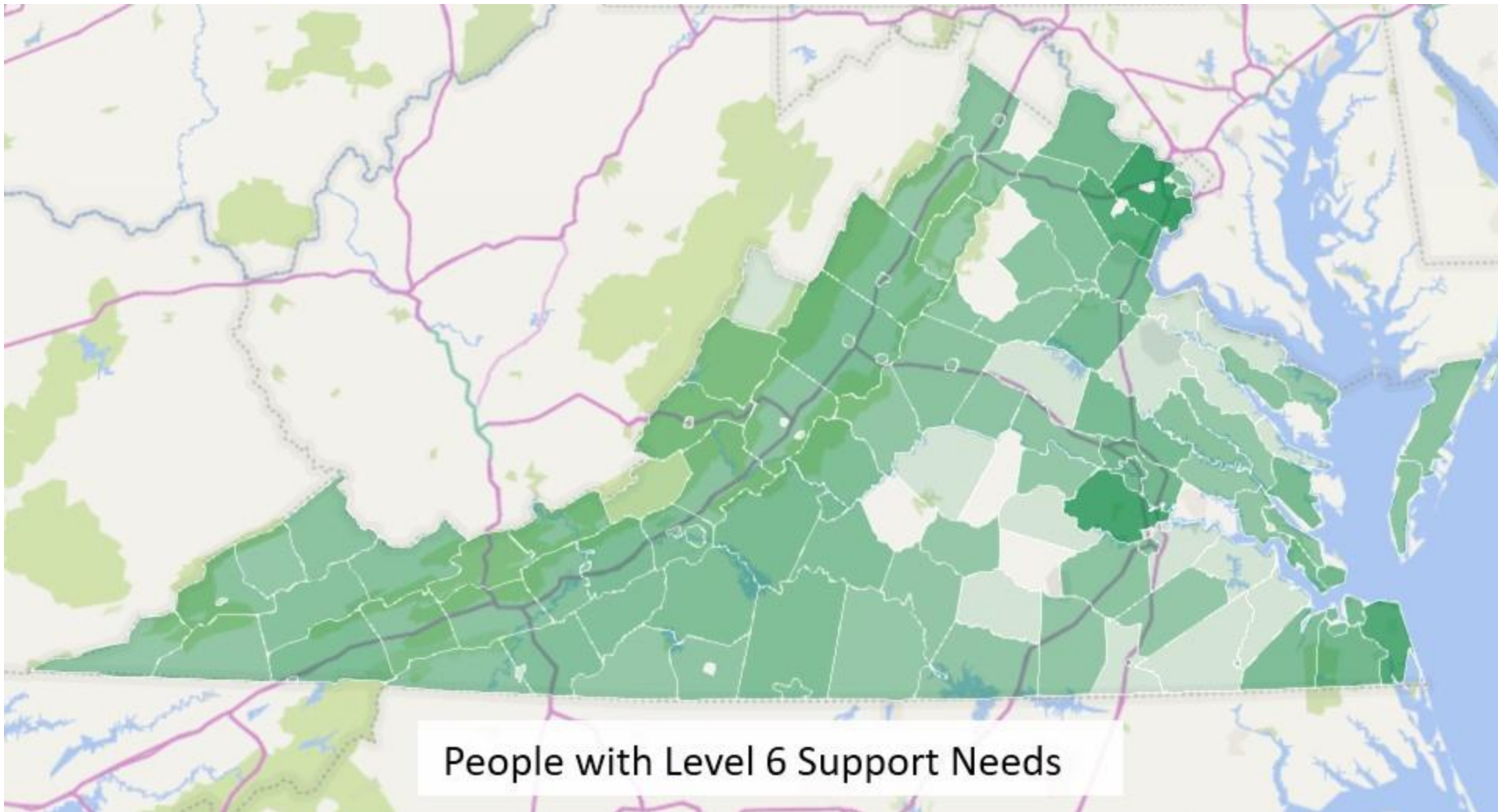
People with DD waiver = 12,922
Providers of DD waiver services = 739

Opportunities

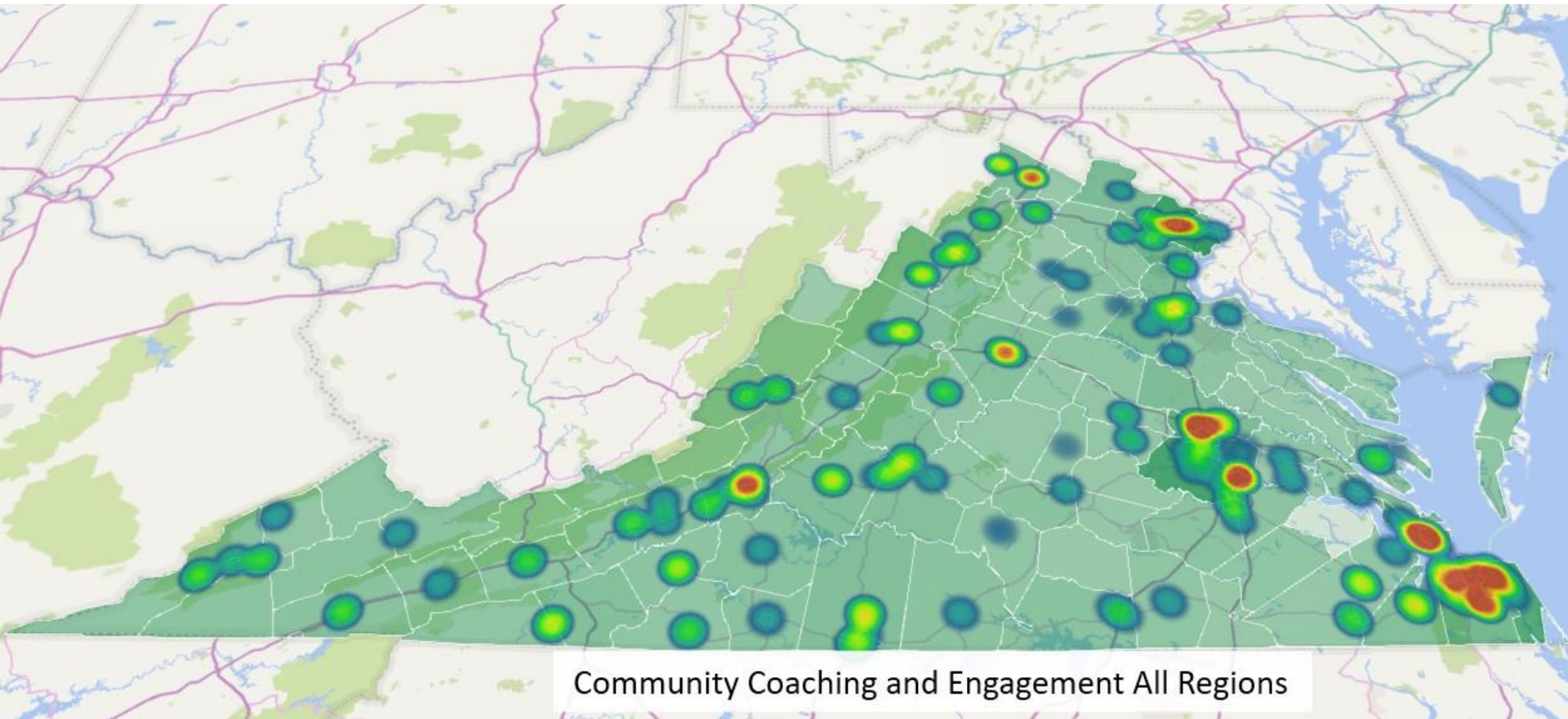


People with Level 7 Support Needs

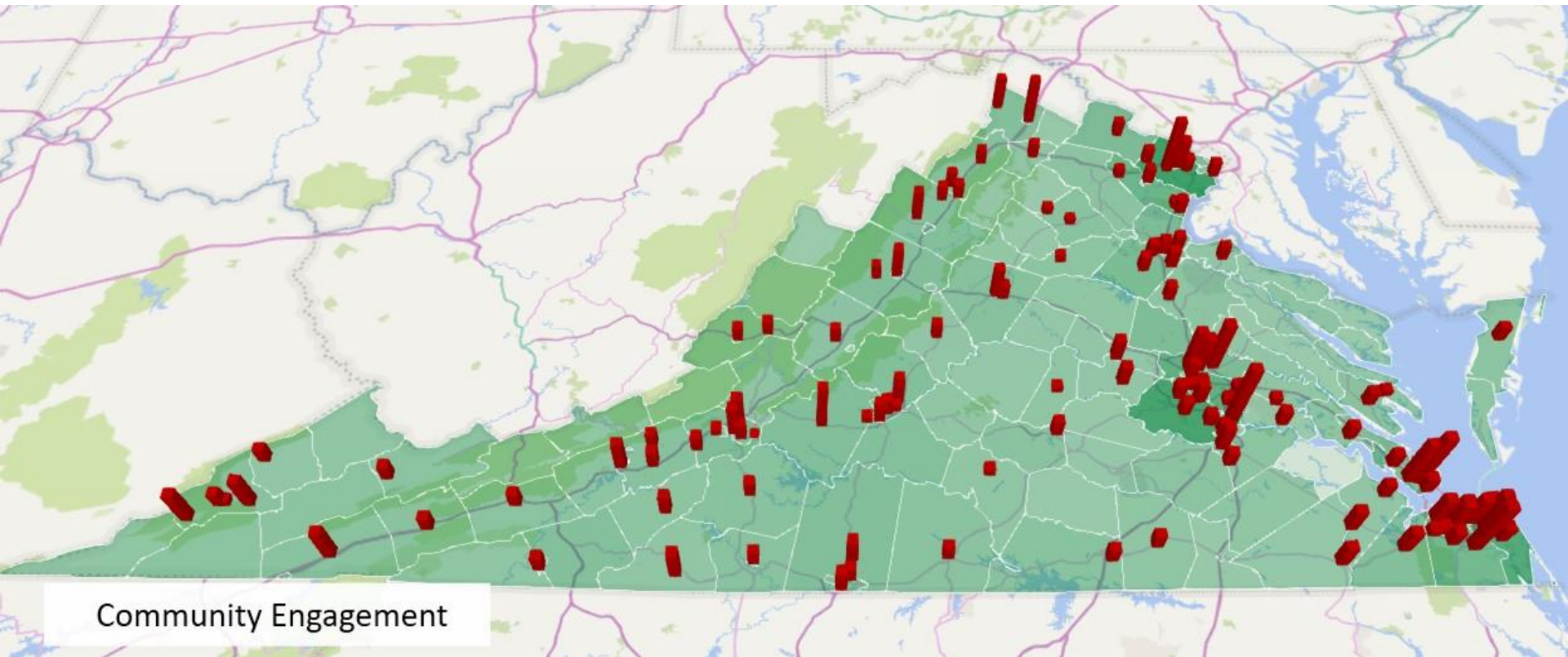
Opportunities



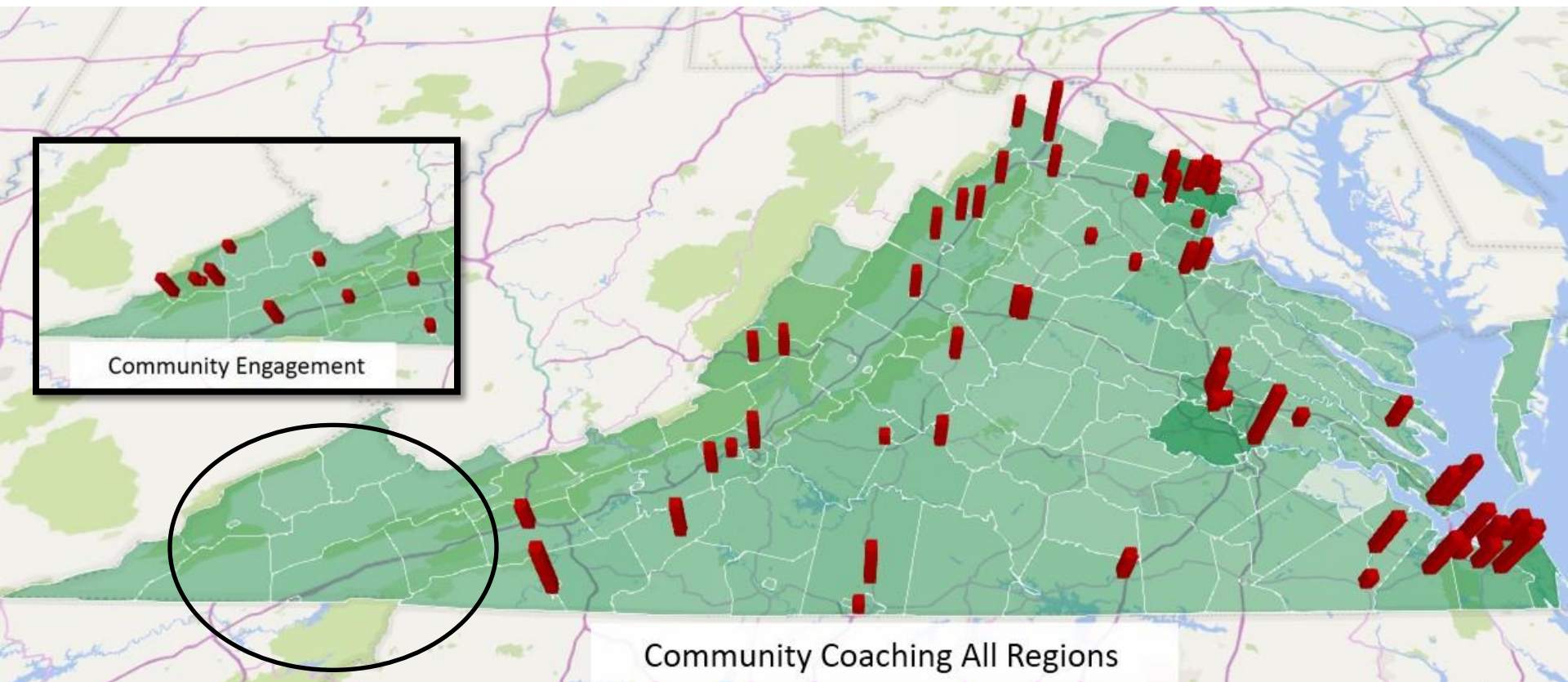
Opportunities



Opportunities

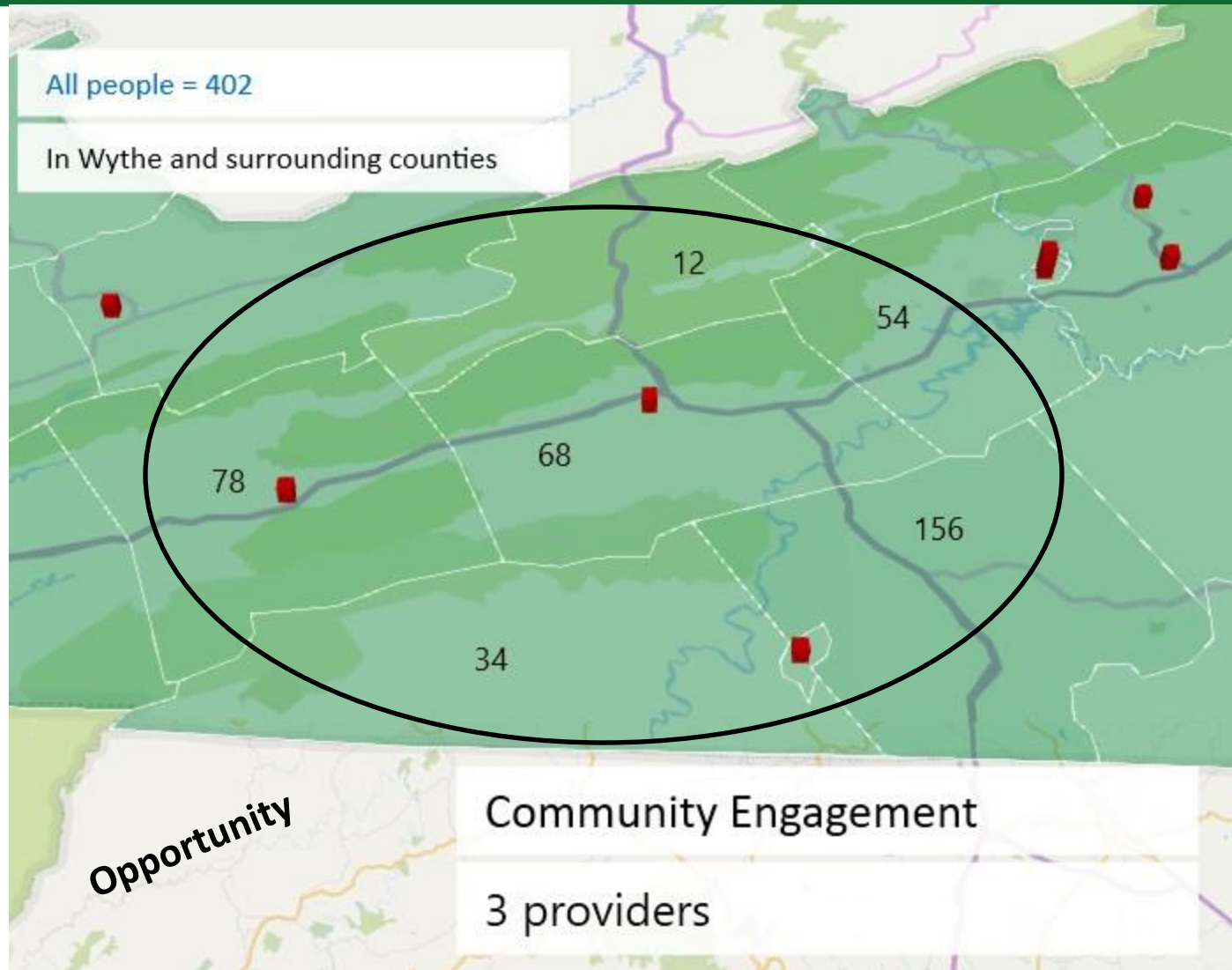


Opportunities

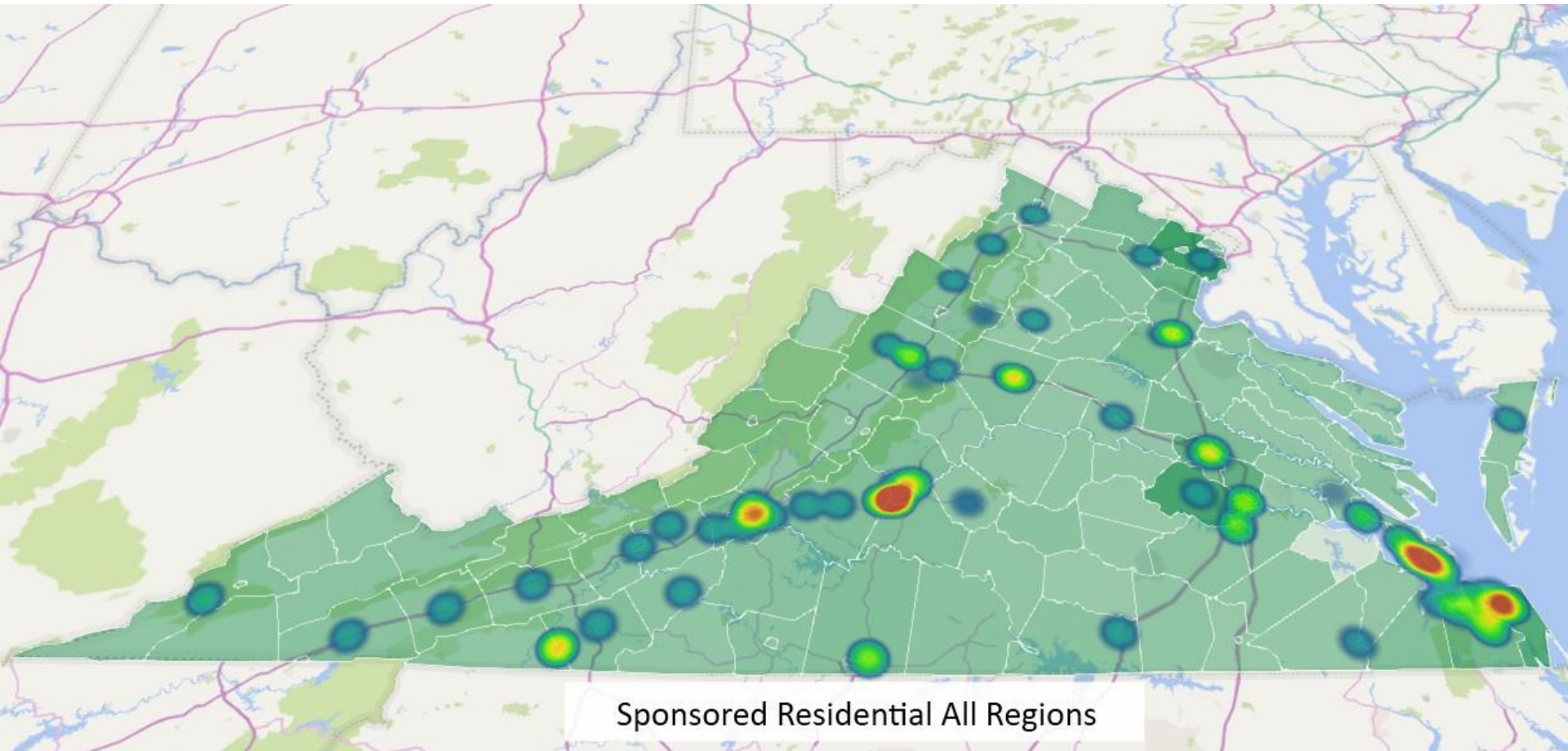


Opportunity

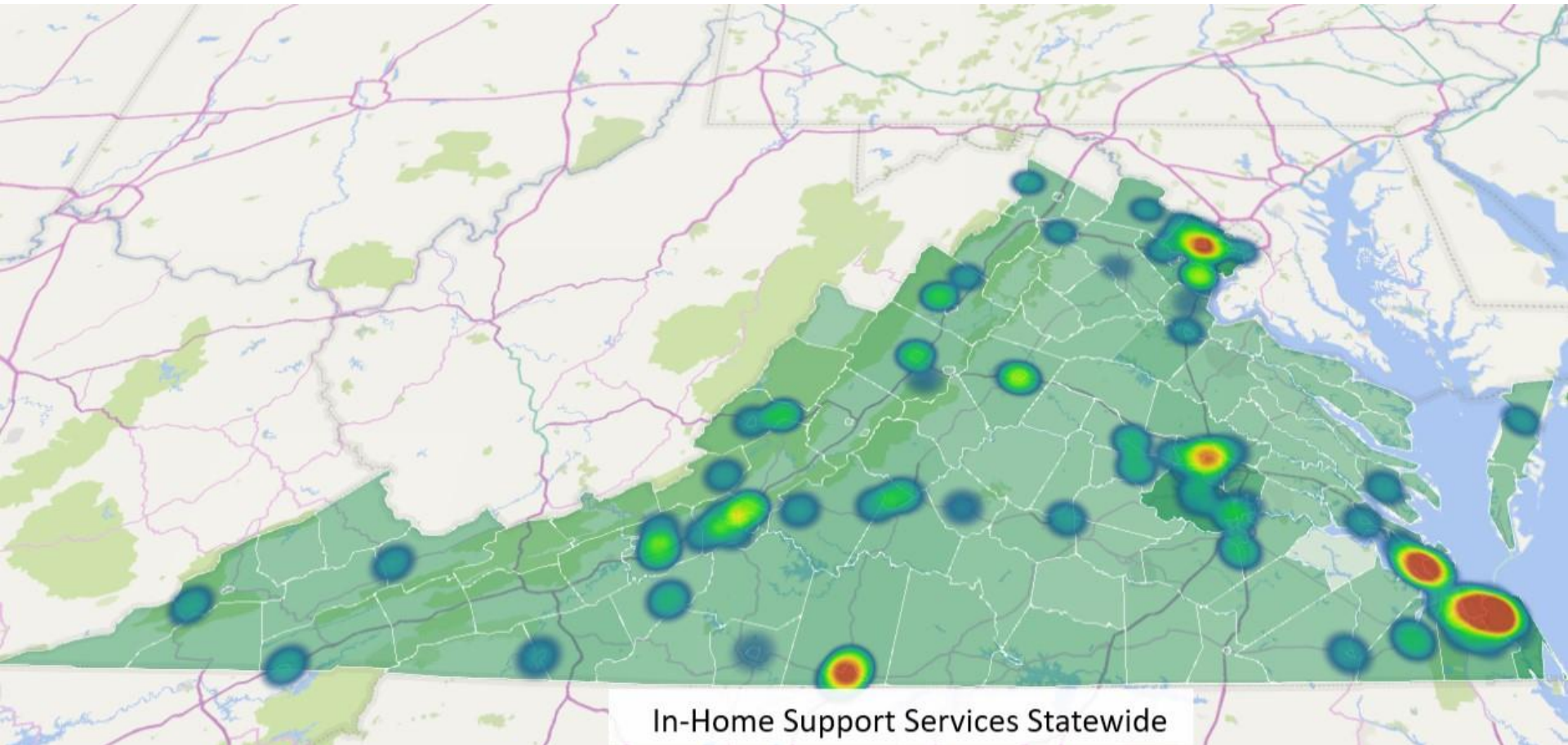
Opportunities



Opportunities



Opportunities

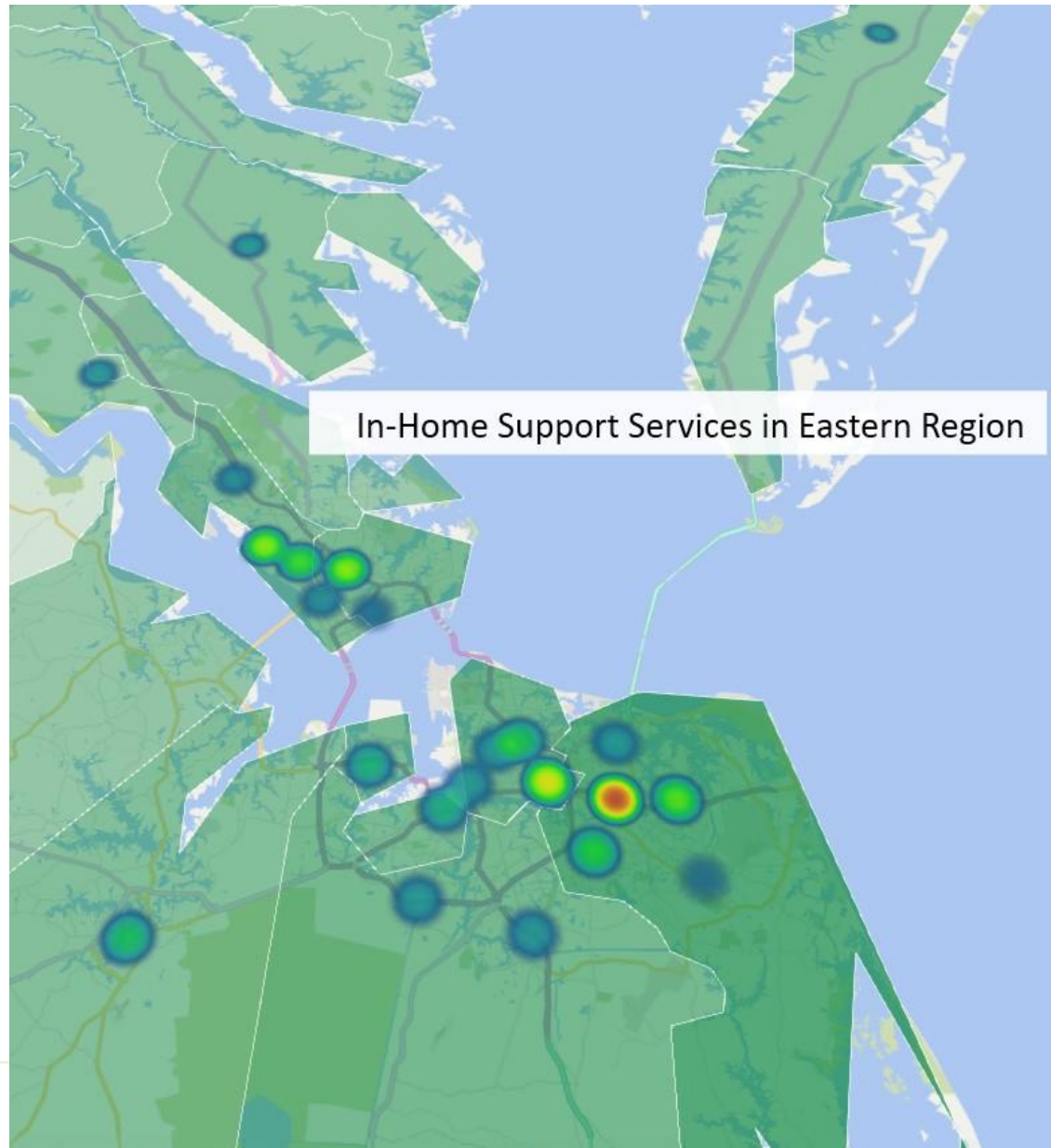


Opportunities

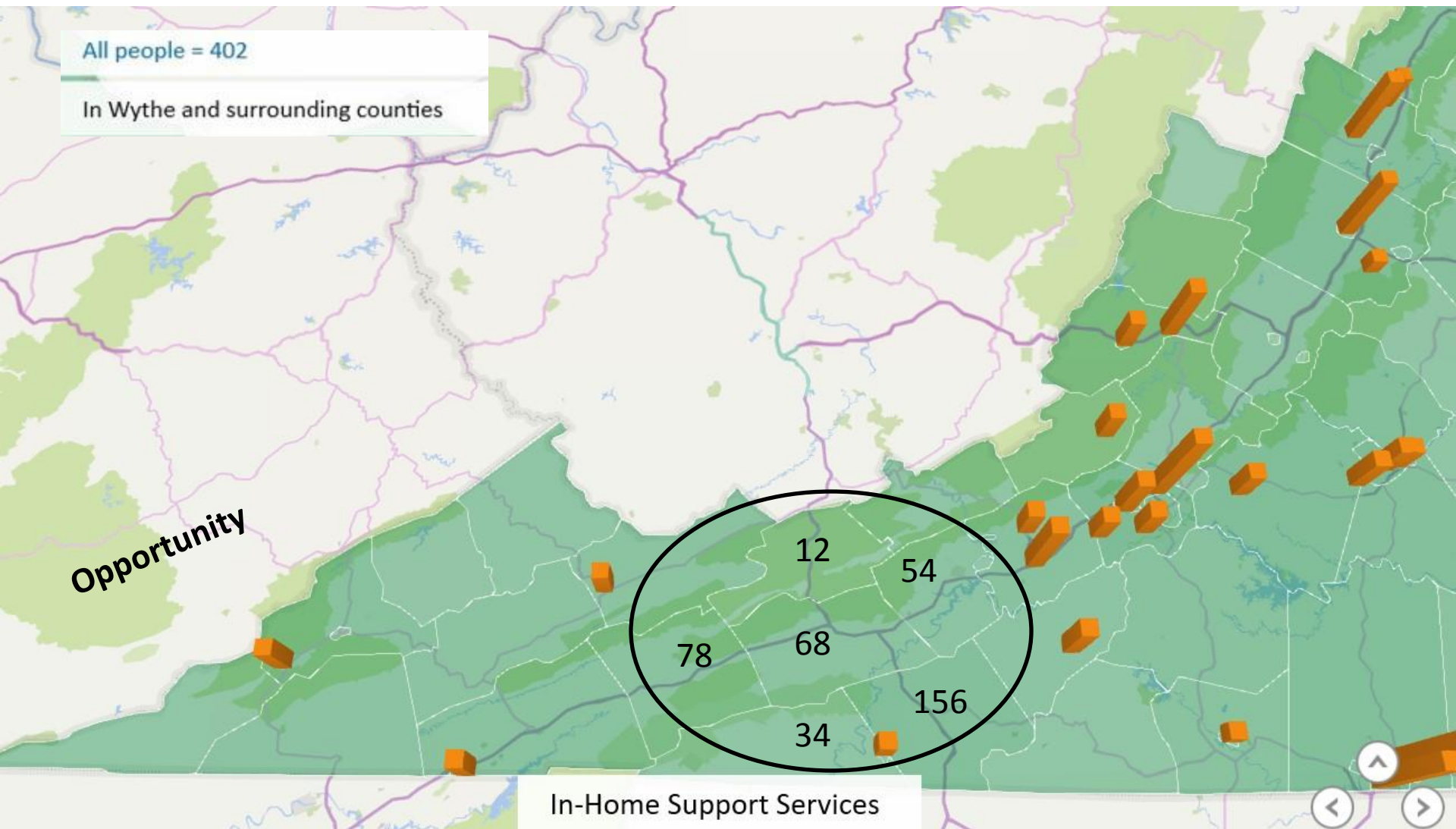
Concentrated providers

- Hampton
- Virginia Beach

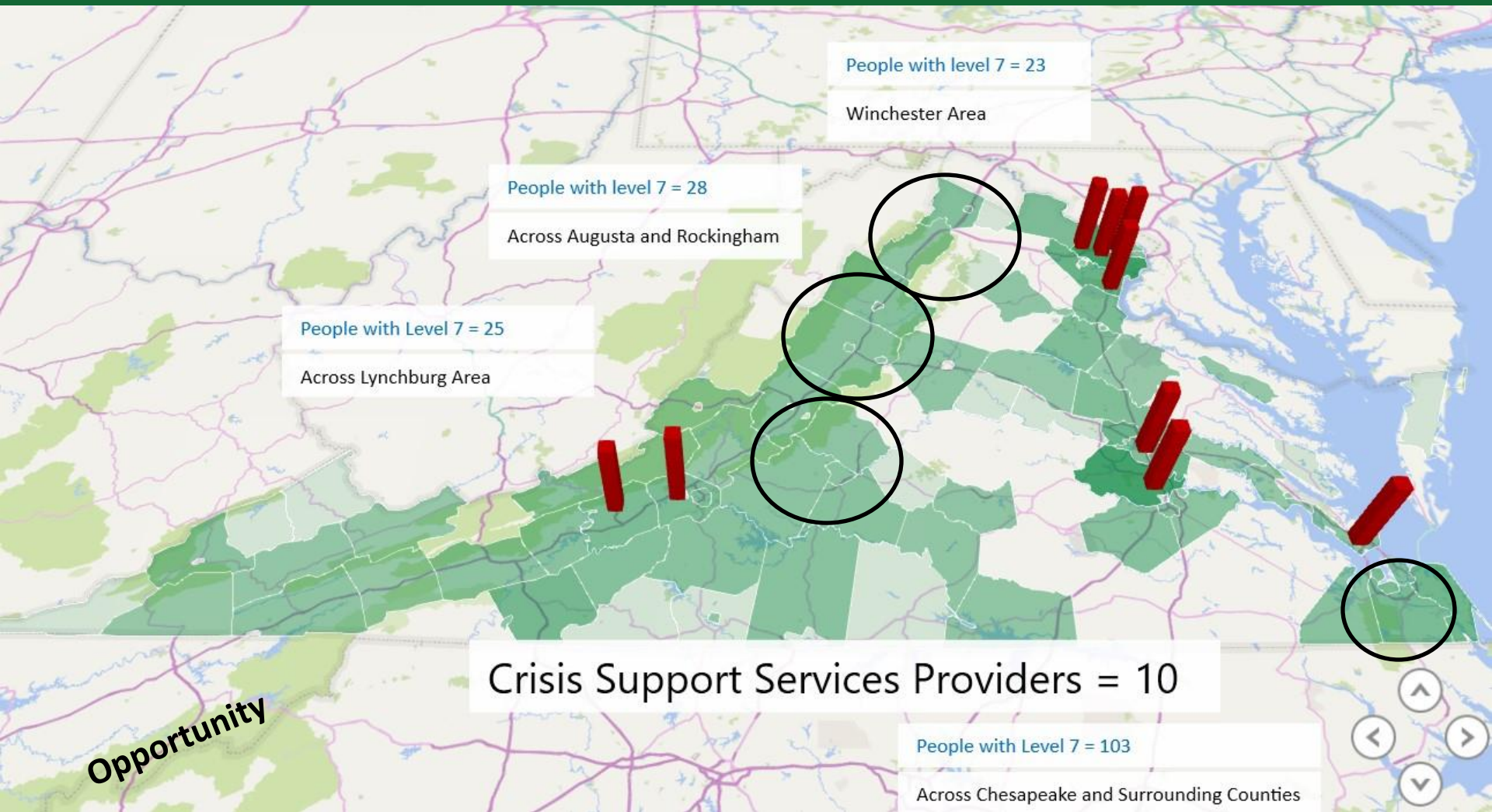
Limited opportunity



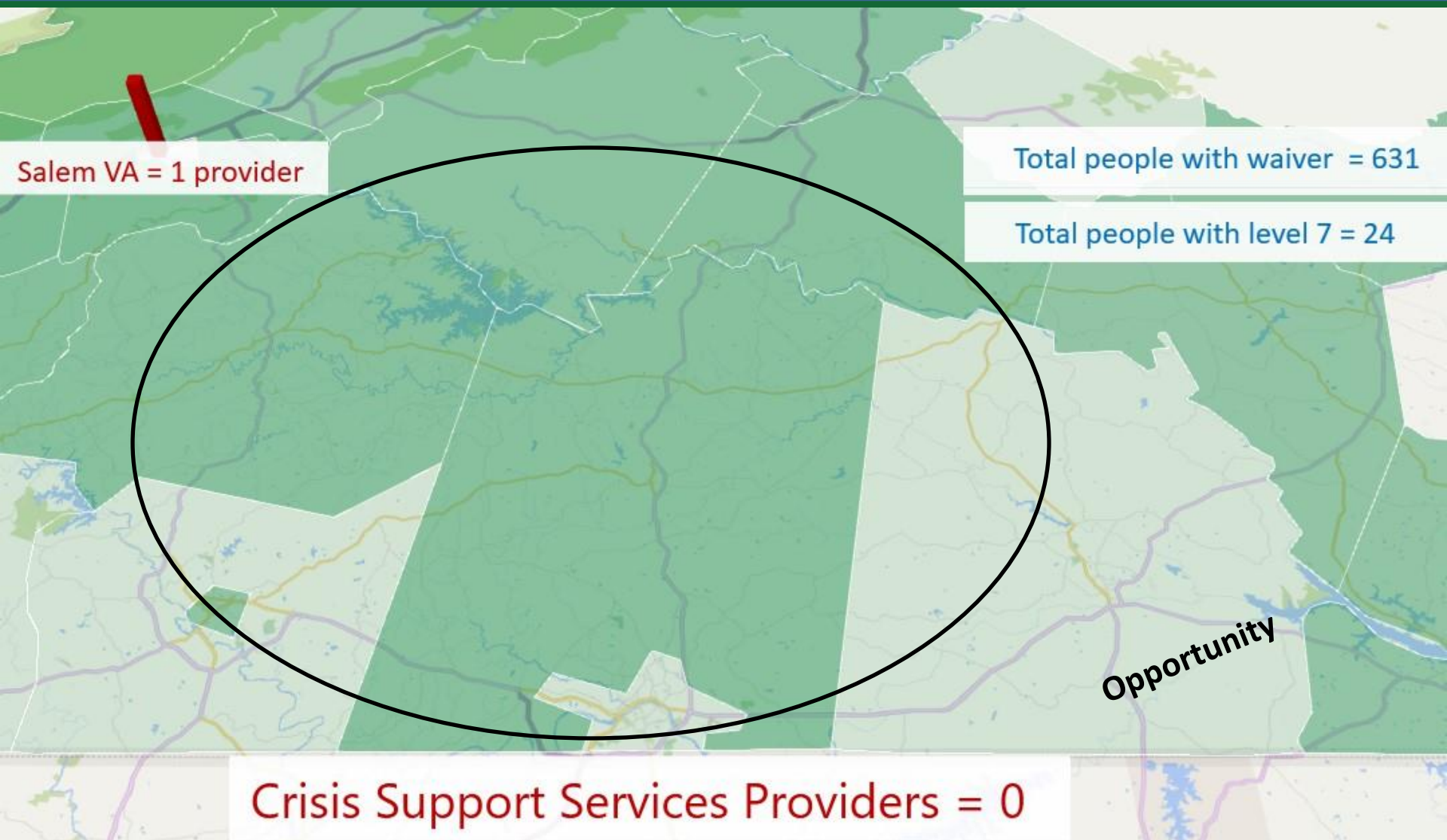
Opportunities



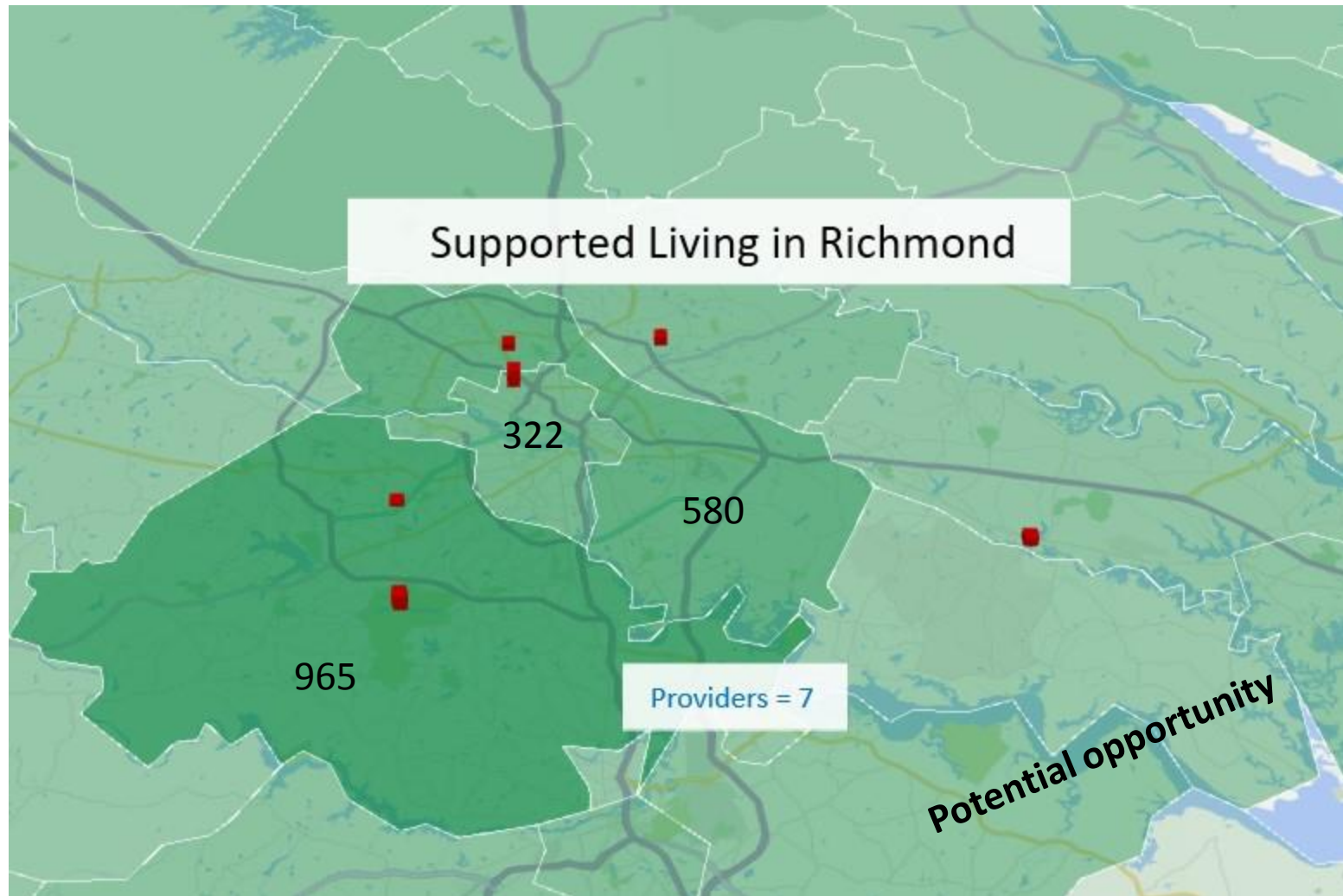
Opportunities



Opportunities

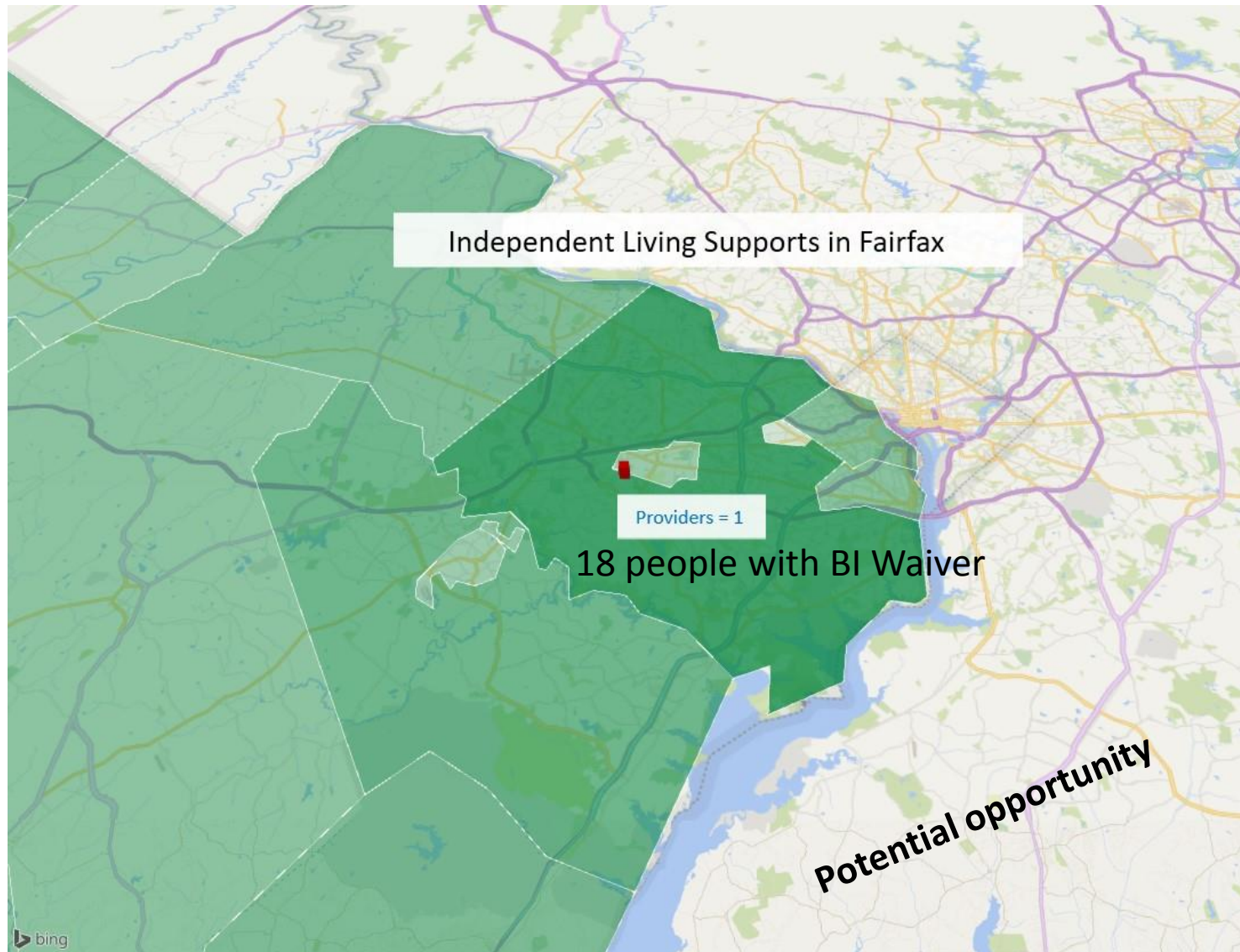


Opportunities

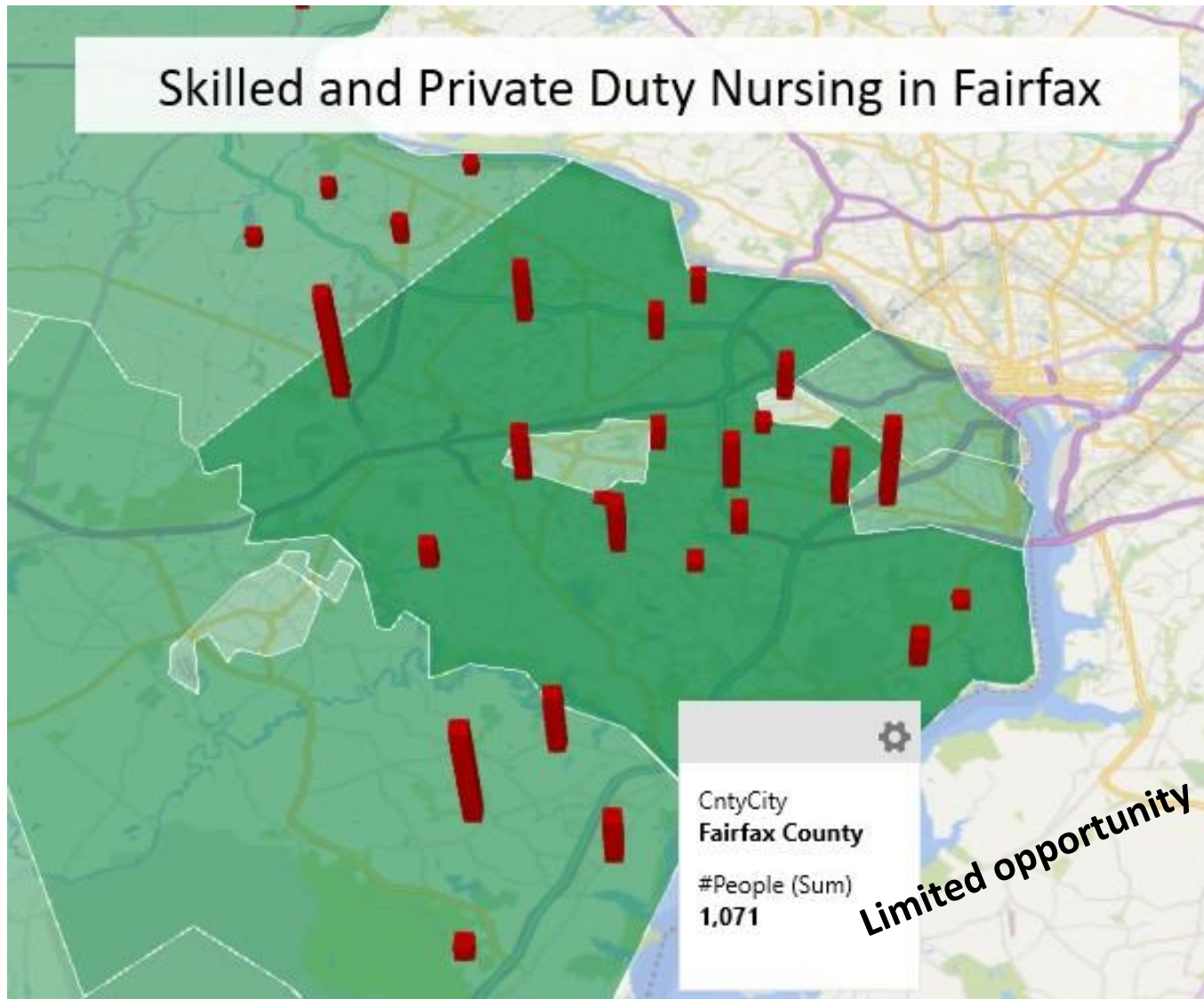


Total people with DD Waiver = 1867

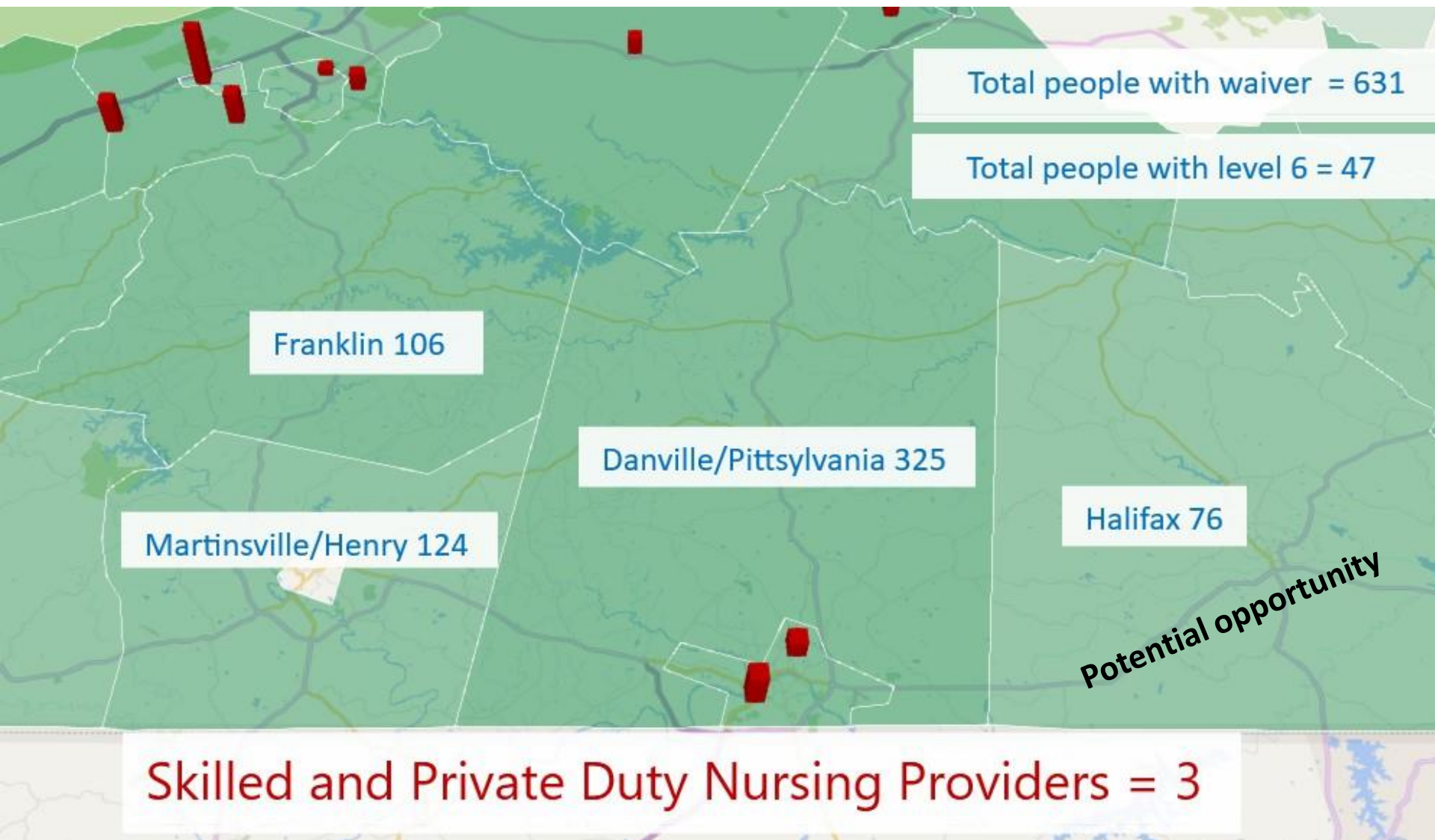
Opportunities



Opportunities



Opportunities



Opportunities



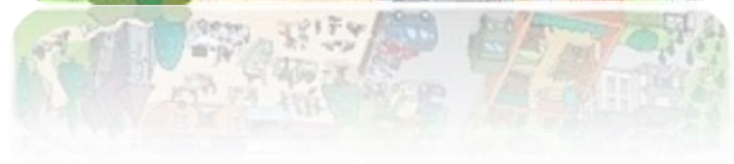
Opportunities



What is Jump-Start?

Jump-Start is designed...

- for people seeking more integrated DD waiver service options
- who are supported by new or expanding service providers
- to build capacity and increase choice in identified service gaps in all regions



Who is eligible to apply?

Jump-Start may be requested...

- by DD waiver providers on behalf of identified people with developmental disabilities
- who meet the following requirements



Who is eligible to apply?

Jump-Start may be requested by providers who...

- have a DD services license that is in good standing
- meet all required state and federal requirements
- have at least 3 years of experience providing Medicaid funded DD services (in Virginia or another state)
- have identified (and documented) at least 5 people choosing the new or expanding service option in the identified area

What are the eligible services and activities?

Providers are expected to develop capacity to create a sustainable program design and/or service delivery model that enables them to serve a growing population.

- Initiate, expand, or maintain structures and systems to support in community settings
- Work alone or in groups with an identified agency
- Develop options that are limited in identified geographic locations identified by DBHDS or justified by the provider

Service Options

A Jump-Start application may not request funding for more than two service options and may not exceed a total of \$50,000 per year while funding is available for the following services and limits:

Benefits Planning (\$10,000)

Community Coaching (\$15,000)

Community Engagement (\$15,000)

Community Guide (\$15,000)

Electronic Home-Based Services (\$10,000)

Employment and Community Transportation (\$25,000)

Independent Living Supports (\$25,000)

In-home Supports (\$25,000)

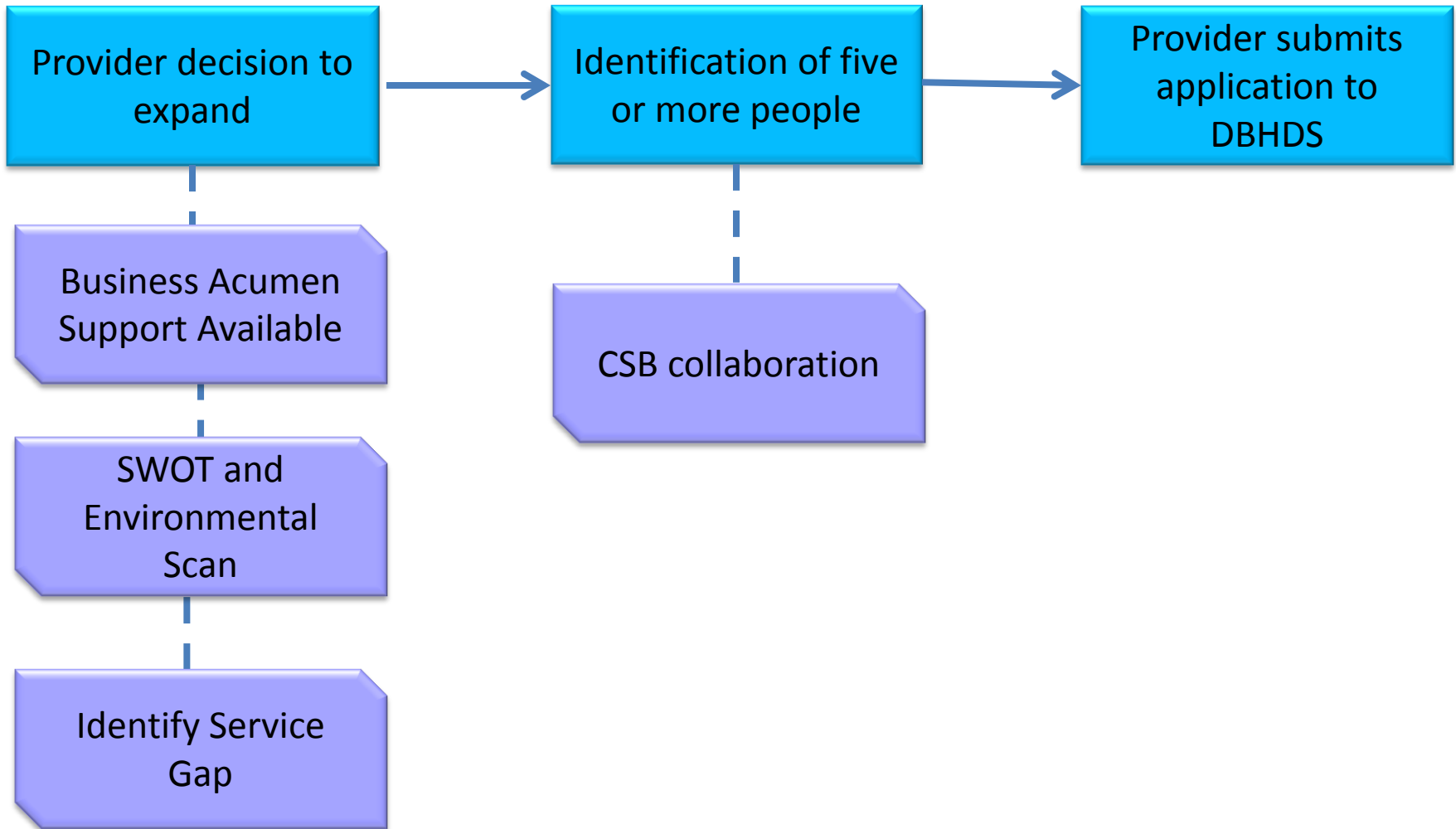
Peer Mentoring (\$10,000)

Shared Living (\$10,000)

Supported Living (\$25,000)

Funding approval process

Start



Application Considerations

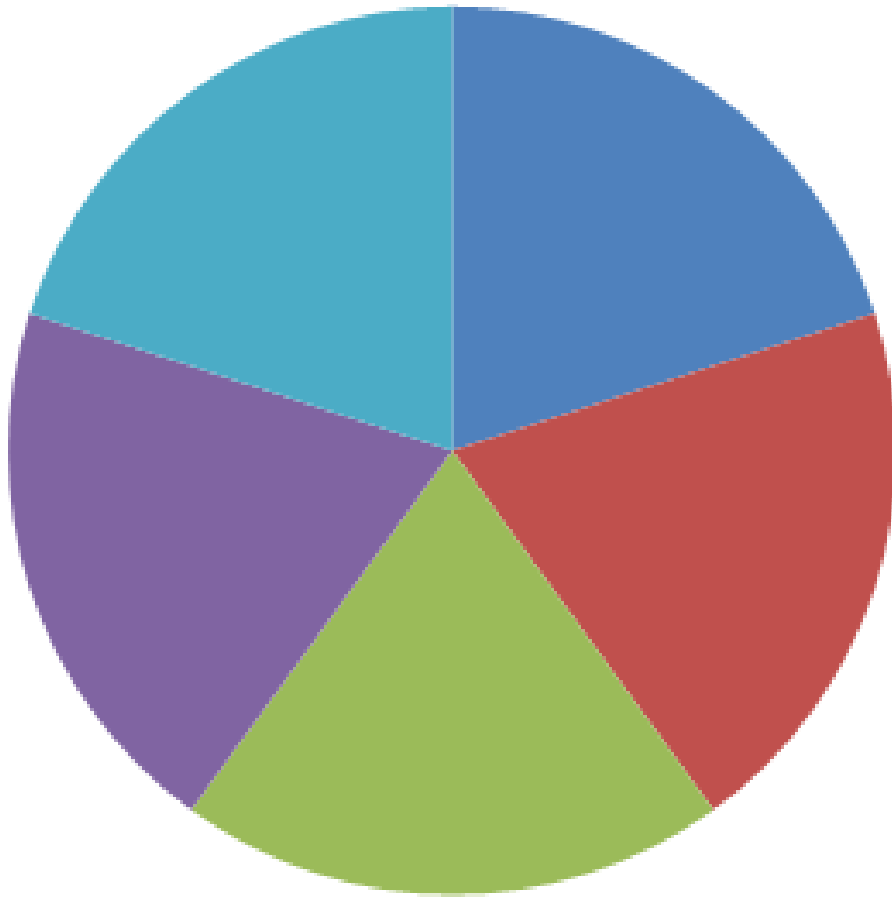
- Number of identified people
- Programmatic changes
- Justification for expansion and locations
- Anticipated benefit to people supported
- Budget and plans for sustainability
- Target dates and responsibilities



Covered Activities

Covered Activity Examples		<i>Excluded Activity examples</i>
Business consultation fees; Project management fees	Computers, printers, backup drives, networking hardware	<i>Ongoing costs</i>
Business licenses/permits	Industry specific software or custom software/database	<i>Salary</i>
Legal/professional fees	Initial deposit on internet service and hardware	<i>Staff benefits</i>
Staff recruitment incentives; training/trainer costs; personnel costs for matching staff process	Purchase and installation of security systems	<i>Down payments</i>
Initial advertising push, conference vendor fees	Business cards, letterhead, flyers, brochures	<i>Mileage/fuel</i>
Costs to create options needed to promote inclusion	Cell phones (initial cost)	<i>Lease payments</i>

Allotment Criteria



- Regional “pool”
 - First come, first serve
-
- Additional statewide pool for small providers



1 location; <10

Approval Criteria

- Number of people identified
- Limited options in targeted locality
- Fulfillment of DBHDS-identified need or justified
- Application describes program or staff development
- Provider willingness to share experience
- Licensing status
- Commitment to innovation and plan for sustainability



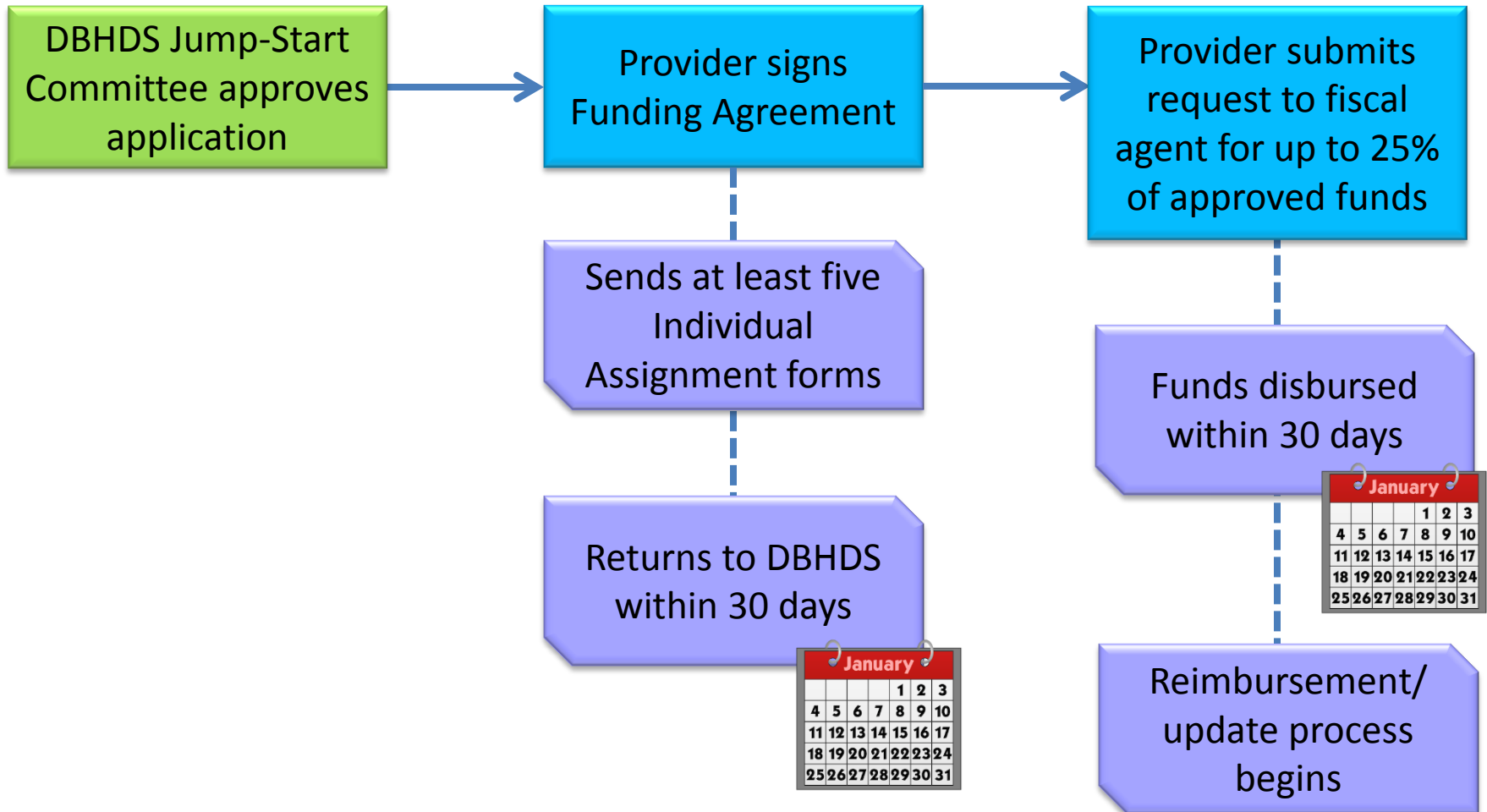
Provider Responsibilities

- Sign Jump-Start Agreement Letter
- Provide invoices for project activities
- Submit progress reports on invoices
- Maintain and submit receipts
- Willingness to share program accomplishments
- Participate in physical site/policy review visit



Funding approval process

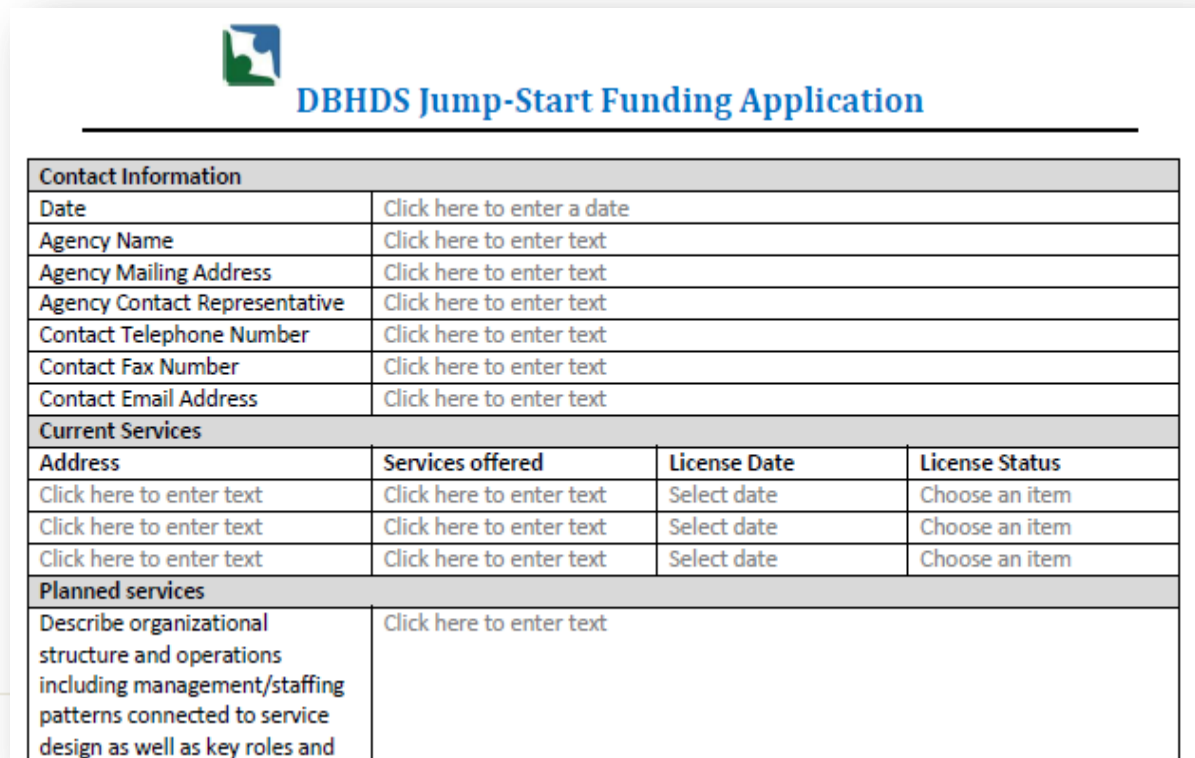
Start




Forms needed

Application process

- DBHDS Jump-Start Funding Application



The image shows a screenshot of the DBHDS Jump-Start Funding Application form. At the top, there is a logo consisting of three interlocking puzzle pieces in blue, green, and white. Below the logo, the title "DBHDS Jump-Start Funding Application" is displayed in blue text. The form is divided into several sections, each with a header in a light gray box. The "Contact Information" section includes fields for Date, Agency Name, Agency Mailing Address, Agency Contact Representative, Contact Telephone Number, Contact Fax Number, and Contact Email Address, each with a "Click here to enter text" or "Click here to enter a date" prompt. The "Current Services" section has a table with four columns: Address, Services offered, License Date, and License Status. It contains three rows of data, each with a "Click here to enter text" or "Select date" prompt. The "Planned services" section includes a large text area for describing organizational structure and operations, with a "Click here to enter text" prompt.

 **DBHDS Jump-Start Funding Application**

Contact Information			
Date	Click here to enter a date		
Agency Name	Click here to enter text		
Agency Mailing Address	Click here to enter text		
Agency Contact Representative	Click here to enter text		
Contact Telephone Number	Click here to enter text		
Contact Fax Number	Click here to enter text		
Contact Email Address	Click here to enter text		
Current Services			
Address	Services offered	License Date	License Status
Click here to enter text	Click here to enter text	Select date	Choose an item
Click here to enter text	Click here to enter text	Select date	Choose an item
Click here to enter text	Click here to enter text	Select date	Choose an item
Planned services			
Describe organizational structure and operations including management/staffing patterns connected to service design as well as key roles and		Click here to enter text	



Forms needed

Approval process

- DBHDS Jump-Start Funding Agreement
- DBHDS Jump-Start Funding Invoice
- DBHDS Jump-Start Acknowledgement & Assignment of Award forms



DBHDS Jump-Start Acknowledgement & Assignment of Award



Jump-Start Funding Invoice



DBHDS Jump-Start Funding Agreement

- This Jump-Start Funding Agreement is entered into by and between the Department of Behavioral Health and Developmental Services ("DBHDS"), and [Click here to enter provider name.](#)
- WHEREAS DBHDS approved limited funding as a part of the plan to support individuals choosing more integrated service options in identified areas; and
- WHEREAS Funds support the development of integrated service options licensed by the DBHDS; and

[Click here to enter text.](#)

[Click here to enter text.](#)
the following format:

[Click here to enter text.](#)
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er Agency")

Slide 36



Tools for Providers



Baseline Measurement Tool

City/County	All waivers total	BI waiver total	Employment and Community Transportation	Independent Living Supports	In-home Supports	Peer Mentoring
Accomack County	65	0	0	0	1	0
Albemarle County	112	1	0	0	3	0
Alexandria City	94	4	0	0	1	0
Alleghany County	48	1	0	0	2	0
Amelia County	12	0	0	0	0	0
Amherst County	147	0	0	0	0	0
Appomattox County	35	1	0	0	1	0
Arlington County	137	3	0	0	0	0
Augusta County	148	0	0	0	1	0
Bath County	8	0	0	0	0	0
Bedford County	174	1	0	0	2	0

Baseline Measurement Tool

Developed to...

- Assist providers in making informed decisions about program development
- Identify gaps in services statewide
- Review Jump-Start requests
- Track service availability over time



Baseline Measurement Tool

Includes...

City/County

All waivers total

BI waiver total

- Benefits Planning
- Community Coaching
- Community Engagement
- Community Guide
- Electronic Home-Based Services
- Employment and Community Transportation
- Independent Living Supports
- In-home Supports
- Peer Mentoring
- Shared Living
- Supported Living
- Crisis Support Services
- Private Duty Nursing
- Skilled Nursing
- Sponsored Residential

Service Gaps

Baseline Measurement Tool

City/County	All waivers total	BI waiver total	Benefits Planning	Community Coaching	Community Engagement	Community Guide	Electronic Home-Based Services	Employment and Community Transportation	Independent Living Supports	In-home Supports	Peer Mentoring	Shared Living	Supported Living	Crisis Support Services	Private Duty Nursing	Skilled Nursing	Sponsored Residential
Danville City	163	7	0	1	3	0	0	0	0	7	0	0	1	0	1	2	2
Bedford County	174	1	0	1	4	0	0	0	0	2	0	0	0	0	0	1	6
Hanover County	211	15	0	0	4	0	0	0	0	1	0	0	1	0	2	1	0
Roanoke County	211	4	0	1	3	0	0	0	1	3	0	0	0	0	1	2	3
Lynchburg City	215	1	0	0	4	0	0	0	1	3	0	0	0	0	0	1	8
Loudoun County	218	6	0	0	1	0	0	0	0	1	0	0	0	0	5	0	0
Stafford County	220	6	0	1	1	0	0	0	0	1	0	0	0	0	1	1	0
Newport News City	221	16	0	1	4	0	0	0	1	8	0	0	0	0	5	8	7
Spotsylvania County	229	3	0	0	4	0	0	0	0	0	0	0	0	0	0	1	1
Hampton City	270	10	0	2	5	0	0	0	0	4	0	0	1	1	2	2	5
Portsmouth City	274	3	0	2	5	0	0	0	1	4	0	0	0	0	0	2	3
Richmond City	322	10	0	2	2	0	0	0	0	2	0	0	0	1	3	3	1
Chesapeake City	328	8	0	3	5	0	0	0	0	3	0	0	0	0	5	2	4
Norfolk City	389	21	0	1	4	0	0	0	1	7	0	0	0	0	1	1	2
Prince William	424	10	0	2	3	0	0	0	0	5	0	0	0	2	12	11	1
Henrico County	580	16	0	4	9	0	0	0	2	7	0	0	3	0	2	2	4
Virginia Beach City	773	13	0	2	6	0	0	0	2	12	0	0	2	0	7	10	6
Chesterfield County	965	21	0	2	11	0	0	0	0	4	0	0	2	1	4	5	4
Fairfax County	1071	18	0	5	8	0	0	0	1	12	0	0	2	3	30	21	1

Service Gaps

Baseline Measurement Tool

City/County	All waivers total	BI waiver total	Benefits Planning	Community Coaching	Community Engagement	Community Guide	Electronic Home-Based Services	Employment and Community Transportation	Independent Living Supports	In-home Supports	Peer Mentoring	Shared Living	Supported Living	Crisis Support Services	Private Duty Nursing	Skilled Nursing	Sponsored Residential
Danville City	163	7	0	1	3	0	0	0	0	7	0	0	1	0	1	2	2
Bedford County	174	1	0	1	4	0	0	0	0	2	0	0	0	0	0	1	6
Hanover County	211	15	0	0	4	0	0	0	0	1	0	0	1	0	2	1	0
Roanoke County	211	4	0	1	3	0	0	0	1	3	0	0	0	0	1	2	3
Lynchburg City	215	1	0	0	4	0	0	0	1	2	0	0	0	0	0	1	8
Loudoun County	218	6	0	0	1	0	0	0	0	1	0	0	0	0	5	0	0
Stafford County	220	6	0	1	1	0	0	0	0	1	0	0	0	0	1	1	0
Newport News City	221	16	0	1	4	0	0	0	1	8	0	0	0	0	5	8	7
Spotsylvania County	229	3	0	0	4	0	0	0	0	0	0	0	0	0	0	1	1
Hampton City	270	10	0	2	5	0	0	0	0	4	0	0	1	1	2	2	5
Portsmouth City	274	3	0	2	5	0	0	0	1	4	0	0	0	0	0	2	3
Richmond City	322	10	0	2	2	0	0	0	0	2	0	0	0	1	3	3	1
Chesapeake City	328	8	0	3	5	0	0	0	0	3	0	0	0	0	5	2	4
Norfolk City	389	21	0	1	4	0	0	0	1	7	0	0	0	0	1	1	2
Prince William	424	10	0	2	3	0	0	0	0	5	0	0	0	2	12	11	1
Henrico County	580	16	0	4	9	0	0	0	2	7	0	0	3	0	2	2	4
Virginia Beach City	773	13	0	2	6	0	0	0	2	12	0	0	2	0	7	10	6
Chesterfield County	965	21	0	2	11	0	0	0	0	4	0	0	2	1	4	5	4
Fairfax County	1071	18	0	5	8	0	0	0	1	12	0	0	2	3	30	21	1

Service Gaps

Baseline Measurement Tool

City/County	All waivers total	BI waiver total	Benefits Planning	Community Coaching	Community Engagement
Albemarle County	110	0	0	2	7
Charlottesville City	87	2	0	0	0
Nelson County	32	0	0	1	1
Totals	229	2	0	3	8

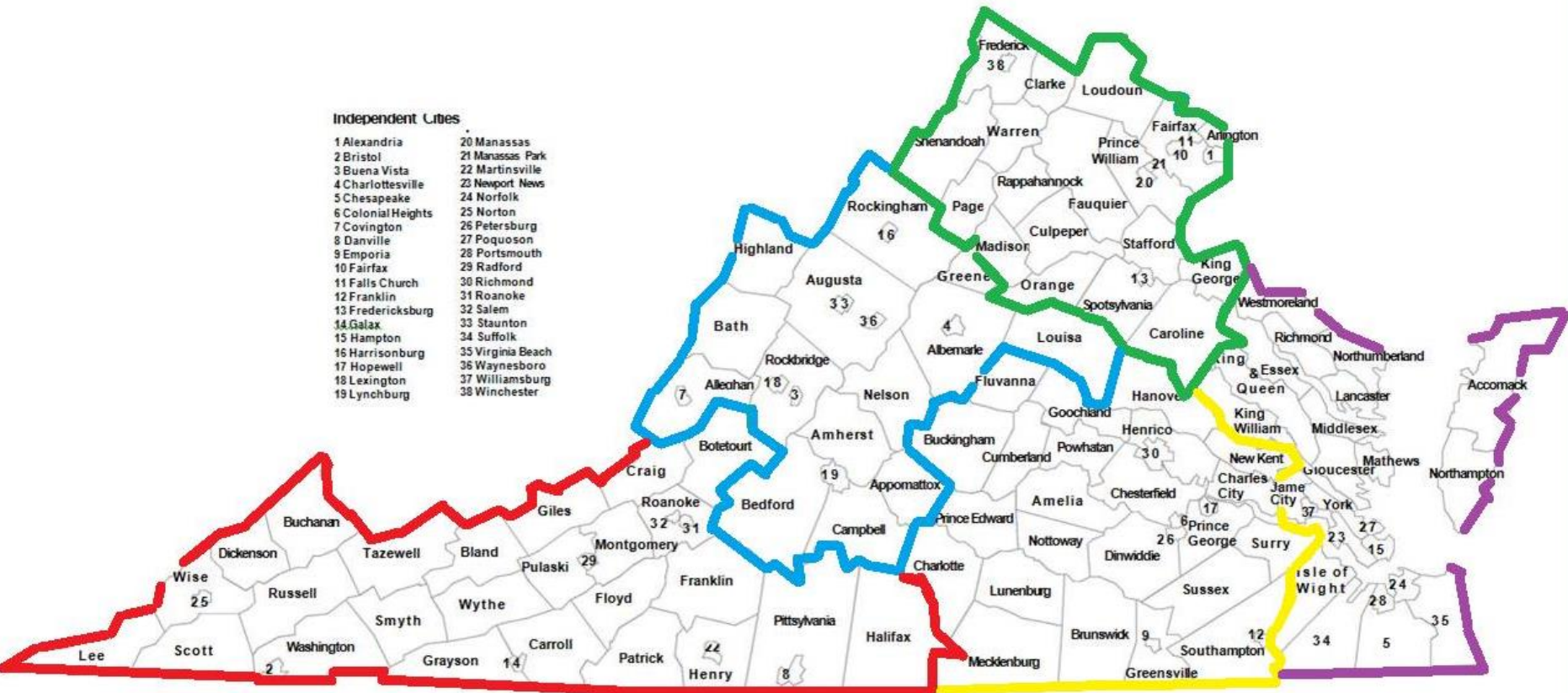


Service Gaps

Map of Virginia by Cities and Counties

Independent Cities

- | | |
|--------------------|-------------------|
| 1 Alexandria | 20 Manassas |
| 2 Bristol | 21 Manassas Park |
| 3 Buena Vista | 22 Martinsville |
| 4 Charlottesville | 23 Newport News |
| 5 Chesapeake | 24 Norfolk |
| 6 Colonial Heights | 25 Norton |
| 7 Covington | 26 Petersburg |
| 8 Danville | 27 Poquoson |
| 9 Emporia | 28 Portsmouth |
| 10 Fairfax | 29 Radford |
| 11 Falls Church | 30 Richmond |
| 12 Franklin | 31 Roanoke |
| 13 Fredericksburg | 32 Salem |
| 14 Galax | 33 Staunton |
| 15 Hampton | 34 Suffolk |
| 16 Harrisonburg | 35 Virginia Beach |
| 17 Hopewell | 36 Waynesboro |
| 18 Lexington | 37 Williamsburg |
| 19 Lynchburg | 38 Winchester |



www.coopercenter.org/demographics



Service Gaps

Service Gap Calculator

1

Department of Behavioral Health and Developmental Services
Division of Developmental Services
JumpStart Calculator

Select City or County

Wythe County

2

Select Service

Community Engagement



Waiver Enrollees (All waivers)

68 individual(s) were enrolled on a waiver in Wythe County as of June 1, 2018.



Building Independence Waiver

0 individual(s) are enrolled on a BI waiver in Wythe County as of June 1, 2018.

Total Providers of Selected Service
in Selected City/County

1

Recommendations for JumpStart Application:



Providers are insufficient in this area. Applications will be considered.



Service Gaps

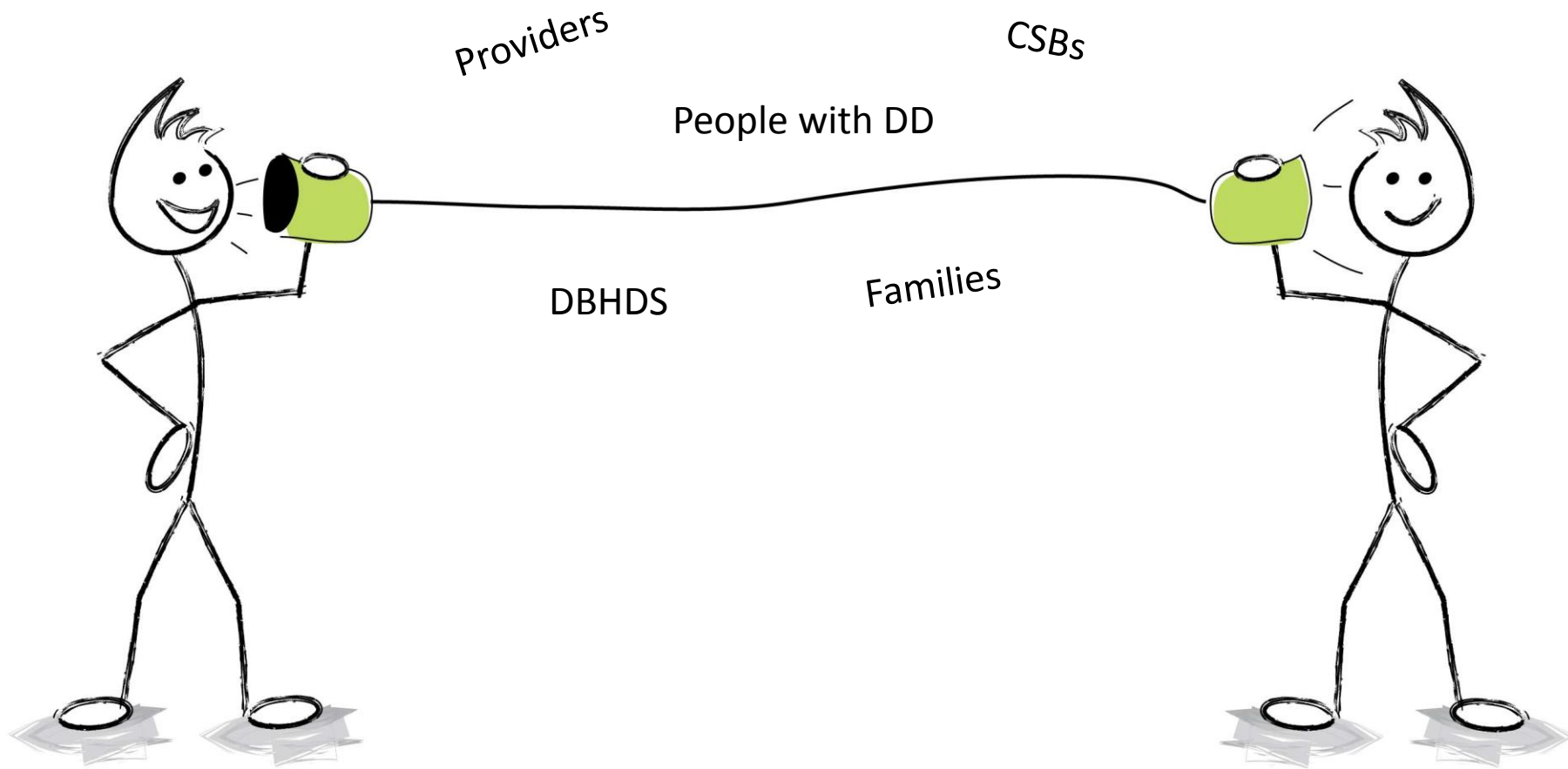
Jump-Start Recommendations

Providers are insufficient in this area. Applications will be considered.

There are sufficient providers in this area. You may: (1) Proceed with submission knowing that an increased amount of justification will be necessary, or (2) select a different City/County and/or Service.

This service is not eligible for JumpStart Funding.

Communication



Provider Development Contacts

Southeast	Central	Southwest	Western	Northern
<p>Michelle.Guziewicz @dbhds.virginia.gov 804-461-0254 Colonial Eastern Shore Hampton-Newport News Middle Peninsula-NN Western Tidewater</p>	<p>Barry.Seaver @dbhds.virginia.gov 804-839-0332 Chesterfield District 19 Richmond</p>	<p>Kathy.Witt @dbhds.virginia.gov 276-223-3723 Cumberland Dickenson Highlands Mt. Rogers New River Valley Planning District One</p>	<p>Rebekah Greenfield @dbhds.virginia.gov 804-382-1515 Alleghany Highlands Harrisonburg-Rockingham Northwestern Rockbridge Valley</p>	<p>Jen.Kurtz @dbhds.virginia.gov 804-461-0256 Arlington Fairfax-Falls Church Loudoun</p>
<p>Ronnitta.Clements @dbhds.virginia.gov 804-382-2490 Chesapeake Norfolk Portsmouth Virginia Beach</p>	<p>Ashley Painter: a.painter@dbhds.virginia.gov 804-928-9532 Crossroads Goochland-Powhatan Hanover Henrico Region Ten</p>	<p>Todd.Cramer @dbhds.virginia.gov 804-229-2164 Blue Ridge Danville-Pittsylvania Piedmont</p>		<p>Amy.Braswell @dbhds.virginia.gov (804) 972-2961 Alexandria Prince William Rappahannock Area Rappahannock Rapidan</p>
<p>Director, Provider Development Eric J. Williams 804-371-7428 (office) 434-907-0072 (cell) Eric.Williams@dbhds.virginia.gov</p>		<p>Records Management Coordinator Sophia Maye-Smith 804-225-3641 (office) 804-692-0077 (fax) Sophia.Maye-Smith@dbhds.virginia.gov</p>		
		<p>Office of Provider Development Division of Developmental Services Department of Behavioral Health and Developmental Services</p>		



Business Acumen



Experience & Business Capacities to Be Built



1

- Financial literacy for all providers to ensure sustainability and viability
 - Potential Barriers
 - Reimbursement
 - Diversification
 - Approach
 - Education and peer exchange
 - Data collection and analysis
 - Adjustments based on data

Experience & Business Capacities to Be Built



2

- Capacity Building
 - Potential Barriers
 - Fear of failure- financial, implementation
 - Licensing process
 - Approach
 - Business Acumen Training
 - Process Review
 - Recommendations for Improvement

Experience & Business Capacities to Be Built



3

- Policy review and implementation of change
 - Potential Barriers
 - Length of process
 - Divergent expectations
 - Approach
 - Collaboration
 - Problem Solving
 - Compromise

Purpose of the Learning Collaborative



4

- Goal/Outcomes Anticipated
 - An administrative structure is in place to support Virginia's Business Development Learning Community team
 - Learning Community providers develop skills and competencies in financial acumen, market orientation, and strategic perspectives
 - Business acumen is built, expanded and maintained among the provider network in Virginia, particularly those waiting to be licensed

Want More Information



5

■ Contact:

- Heather Norton, Director Community Support Services
- Heather.Norton@dbhds.virginia.gov
- 804-786-0580
- 804-239-5155





Questions?

